

Message Text

CONFIDENTIAL POSS DUPE

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46

ACTION EB-11

INFO OCT-01 EUR-25 ISO-00 AGR-20 COME-00 TRSE-00 SAJ-01

CIAE-00 INR-10 NSAE-00 RSC-01 DRC-01 /070 W

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R 171100Z APR 74

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 7967

C O N F I D E N T I A L MOSCOW 5671

DEPARTMENT PASS AGRICULTURE

E.O. 11652: GDS

TAGS: EAGR ETRD UR

SUBJ: ROBERT BURNS" VISIT TO MOSCOW (C-ER-4-58019):

DISCUSSION WITH EXPORTKHLEB

REF: STATE 076775

1. DISCUSSION OF GRAIN DEALINGS AND CROP PROSPECTS WITH BURNS QUITE LIMITED. BURNS NOT A MEMBER OF "INTERNATIONAL GRAIN TRADING CLUB," AND NOT DEEP ENOUGH TO GAIN PERSONAL CONFIDENCE OF EXPORTKHLEB.
 2. PASSING COMMENT MADE TO BURNS BY KALITENKO WAS THAT FIRMS USUALLY ARE READY TO DISCUSS PRICES, PAYMENT TERMS, SHIPPING DATES, OCEAN FREIGHT, AND QUALITY TERMS.
 3. NO COMMENT MADE ON PRESENT TRIP PROSPECTS BY EXPORTKHLEB. FOR SPECIFICS ON CURRENT AGRICULTURE POSTURE SEE MOSCOW 5534, AMBASSADOR STOESSEL'S CONVERSATIONS WITH MINISTER POLYANKSIY, AND TOFAS 52.
 4. IN PAST TWO WEEKS EXPORTKHLEB OFFICIALS MET WITH REPRESENTATIVES OF BUNGE CORPORATION AND COOK GRAIN COMPANY. BUNGE REPRESENTATIVES INDICATED NO FIRM SOVIET INTEREST AT THIS TIME BUT LEFT IMPRESSION WITH US OF SOME FUTURE SPECULATIVE OPPORTUNITIES. NO DETAILS OF COOK CONVERSATION.
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STOESSEL

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Message Attributes

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